

itw anchor stampings - case study



"In order to remain competitive, our division must relentlessly improve processes and reduce waste. Our automotive customers seek to lower prices from year to year. In light of ever-rising labor and healthcare costs, we clearly see savings on our utility bills as an area of opportunity."

- Tony Pascariello,
Business Unit Manager

company background

ITW Anchor Stampings, a major producer of metal-stamped parts for the automotive industry, has survived and grown in an increasingly competitive market as a result of its commitment to Lean Manufacturing, an operating philosophy based on the elimination of waste.

ITW Anchor Stampings has been a significant force in the metal stamping industry since the operation started in 1964 when it was known as Anchor Fasteners. Its 100 employees are highly skilled, and Anchor's customer base demands high quality standards.

the energy conservation solution

alliance energy solutions, a Connecticut-based ESCO (energy service company) serving a number of states, approached ITW Anchor in August of 2004. Greg Hudson, AES Project Manager, presented an overview of the energy incentive program, and outlined the advantages of an upgraded lighting system. The 348 metal halide fixtures then in use, required an average of 455 watts each, while each replacement measure, a High Lumen Fluorescent array, would consume only 234 watts. Additional benefits include higher Color Rendering Index, significantly reduced lamp depreciation, and avoided maintenance.

alliance energy solutions was able to secure substantial incentives from the electrical utility to fund the "turnkey" installation.

Many states' utilities now offer programs designed to encourage commercial and industrial energy efficient lighting fixtures or retrofits.

Once **alliance energy solutions** notified ITW Anchor that CL&P had approved the incentive, a start date was set and the installation proceeded seamlessly.

project overview	
annual kw savings:	91.07
annual kwh savings:	454,600
annual \$\$\$ savings:	\$ 45,460
CL&P incentive:	\$ 105,140
return on investment:	103%

case study



tool area before



tool area after

a "phenomenal" success

"We provided them with a staging area for product and recyclables. The installation was smooth and professional. Production was in no way hindered or inconvenienced. Communications and expectations with them was clear from beginning to end", said Tony Pascariello.

The results of the installation have had an immediate positive effect in terms of the quality and volume of lighting. Anticipated annual energy savings amount to 454,660 kWh, or approximately \$45,466 annually.

Besides the anticipated costs savings, Pascariello commented "This project has been a phenomenal success, and is a strategic fit with our other Lean initiatives. The improved lighting will improve our Quality performance as well as morale in the plant".

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